

Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 ISO-00 EB-11 SAM-01 L-03 RSC-01 DRC-01

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FM USMISSION BERLIN

TO AMEMBASSY BONN

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E.O. 11652:

TAGS: ETRD, ETRN, WB, XH

SUBJ: INSURANCE ON SHIPMENTS IN EAST-WEST TRADE

REF: STATE 23552

1. MISSION SURVEY OF BUSINESS COMMUNITY IN WEST BERLIN REVEALS NO EVIDENCE OF DISCRIMINATORY INSURANCE PRACTICES IN EAST-WEST TRADE:

A) OFFICIAL IN CHAMBER OF COMMERCE, WHO SAID HE WOULD KNOW IF PROBLEM AROSE WITH BERLIN FIRMS, HAS HEARD OF NO COMPLAINTS.

B) BERLIN BRANCH MANGER OF JAUCH & HUEBENER, GERMANY'S LARGEST INSURANCE BROKER, SAID QUESTION RATHER ACADEMIC IN BERLIN SINCE MARINE

INSURANCE COMPANIES ARE IN HAMBURG AND INSURANCE DEALS ARE MADE AT COMPANY HEADQUARTERS, WHICH ARE USUALLY NOT IN BERLIN. HOWEVER, HE SAID THERE IS NO GENERAL RULE ABOUT WHERE INSURANCE IS PLACED IN EAST-

WEST TRADE, AS THERE WOULD BE IF THERE REALLY WERE DISCRIMINATORY PRACTICES. HE ALSO SAID THERE IS NOT WAY TO ASCERTAIN PROPORTIONS OF EAST-WEST TRADE INSURED BY EASTERN AND BY WESTERN COMPANIES BECAUSE FIRMS OFTEN ENTER INTO GENERAL INSURANCE AGREEMENTS COVERING ALL TRADE. HE FELT U.S. INSURANCE COMPANIES ARE GETTING FAIR SHARE OF BUSINESS BECAUSE IMPORTING AMERICAN FIRMS SOMETIMES

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INSIST ON PLACING INSURANCE WITH AMERICAN COMAPNY.

C) TEMA FOREIGN TRADE COMPANY EXPORTING TOYS AND IMPORTING CEMENT FROM USSR SAW NO PROBLEM. FIRM SHIPS CIF LENINGRAD AND IMPORTS CIF.

D) BSB, MEAT IMPORTER, SAID THERE WAS NO GENERAL RULE FOR ANY EASTERN EUROPEAN COUNTRY, INSURANCE ARRANGEMENTS BEING SUBJECT TO INDIVIDUAL AGREEMENTS.

E) MEMLEB, WIRE EXPORTER, SAID INSURANCE OF NO IMPORTANCE IN DEALS WITH EE, WHERE PRICES COUNT.

F) REPRESENTATIVES OF TWO INSURANCE ASSOCIATIONS AND OF EMAG, IMPORTER AND EXPORTER OF MEDICAL EQUIPMENT, SAW NO PROBLEMS.

2. AS REGARDS GDR PRACTICES, MISSION PRESENTLY SEEKING TO DETERMINE AVAILABILITY ANY RELEVANT INFORMATION BEYOND THAT ALREADY REPORTED IN BERLIN'S A-10, JANUARY 16, 1974.
KLEIN

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